

Researched and prepared by	Subject Property
Kim Hartzell	136 W Washington Ave
	Myerstown, PA
Prepared exclusively for	17067-1033
Theresa Oliver	



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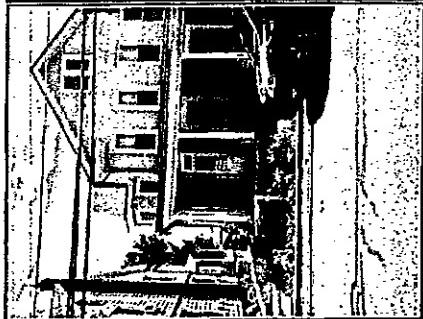
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Monday, June 3, 2019

**CMA Price Adjustments**

This page outlines the subject property versus comparables properties.

**Subject Property**

136 W Washington Ave	
MLS#	15-2370102-383182-0000
Status	Public Record Comparable
Prop Type	RES
City	Myerstown
Sch District	Eastern Lebanon Co
Subdiv/Neigh	None
Ownership	Fee Simple
Style	Traditional
Structure Type	SingleBldg
Year Built	1911
Taxes/Tax Yr	\$2,289.00
Assessed Val	\$108,700
List Date	5/12/2015
Closed Date	5/29/2015
DOM/CDOM	2/2
List Price	\$90,000
Closed Price	\$90,000
Concessions	5400
Aby Grd FinSF	1494
Blw Grd FinSF	0
\$/SqFt	\$60.00
Acres	0.12
Beds	3
Baths	1 / 1
Bsmnt Type	Full
Garage Spcs	2
Parking	on street and off street
Fireplaces	0
Cooling	Wall Unit, Window Unit(s)
Heating	Other
Water	Public
Sewer	Public
Waterfront	N
Pool	N

**Details**

13 S Cherry St	
PALN107028	
Active	
Residential	
Myerstown	
Eastern Lebanon County	
Myerstown Borough	
Fee Simple	
Traditional	
Twin/Semi-Detached	
1920	
\$2,091 / 2018	
\$99,300	
05/20/2019	
15/15	
\$78,000	
\$0	
\$0	
1,556	
0	
\$50.13	
0.090	
4	
1	
Full, Unfinished	
0.00	
Gravel Driveway	
0	
Ceiling Fan(s), Window Unit(s)	
Other	
Public	
Public Sewer	
No	
No Pool	

**Adjust**

312 W Main Ave	
PALN106992	
Active	
Residential	
Myerstown	
Eastern Lebanon County	
Jackson Township	
Fee Simple	
Traditional	
Twin/Semi-Detached	
1910	
\$2,312 / 2018	
\$109,800	
05/14/2019	
21/21	
\$114,200	
\$0	
\$0	
1,464	
0	
\$78.01	
0.140	
3	
0/500	
1 / 1	
Full	
2.00	
0	
Ceiling Fan(s), Window Unit(s)	
Hot Water	
Public	
Public Septic	
No	
No Pool	

**Details**

\$78,000	
\$-500	
\$77,500	

**Adjust**

\$114,200

\$0

\$114,200



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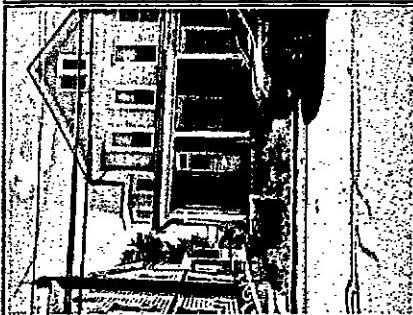
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**136 W Washington Ave**  
**MLS#** 15-2370102-383182-0000  
**Status** Public Record Comparable  
**Prop Type** RES  
**City** Myerstown  
**Sch District** Eastern Lebanon Co  
**Subdv/Neigh** None  
**Ownership** Fee Simple  
**Style** Traditional  
**Structure Type** SingleBldg  
**Year Built** 1911  
**Taxes/Tax Yr** \$2,289.00  
**Assessed Val** \$108,700  
**List Date** 5/12/2015  
**Closed Date** 5/29/2015  
**DOM/CDOM** 2/2  
**List Price** \$90,000  
**Closed Price** \$90,000  
**Concessions** 5400  
**Abv Grd FinSF** 1494  
**Btw Grd FinSF** 0  
**\$/SqFt** \$60.00  
**Acres** 0.12  
**Beds** 3  
**Baths** 1 / 1  
**Bsmnt Type** Full  
**Garage Spcs** 2  
**Parking** on street and off street  
**Fireplaces** 0  
**Cooling** Wall Unit, Window Unit(s)  
**Heating** Other  
**Water** Public  
**Sewer** Public  
**Waterfront** N  
**Pool** N

**Details**

**29 E Main Ave**  
**MLS#** PALN106404  
**Status** Closed  
**Prop Type** Residential  
**City** Myerstown  
**Sch District** Eastern Lebanon County  
**Subdv/Neigh** None Available  
**Ownership** Fee Simple  
**Style** Traditional  
**Structure Type** Twin/Semi-Detached  
**Year Built** 1900  
**Taxes/Tax Yr** \$2,107 / 2018  
**Assessed Val** \$98,700  
**List Date** 03/01/2019  
**Closed Date** 04/12/2019  
**DOM/CDOM** 0/0  
**List Price** \$132,000  
**Closed Price** \$132,000  
**Concessions** \$2,000  
**Abv Grd FinSF** 1,551  
**Btw Grd FinSF** 0  
**\$/SqFt** \$85.11  
**Acres** 0.100  
**Beds** 3  
**Baths** 1 / 1  
**Bsmnt Type** Full, Unfinished  
**Garage Spcs** 1.00  
**Parking** 0  
**Fireplaces** Window Unit(s)  
**Cooling** Hot Water, Other, Radiant  
**Heating** Public  
**Water** Private Sewer  
**Sewer** No  
**Waterfront** No Pool

**Adjust**

-2,000

<b>Price</b>	\$132,000
<b>Total Adjustments</b>	\$-2,000
<b>Adjusted Price</b>	\$130,000



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## Summary of Comparable Properties

This page summarizes the comparable properties contained in this market analysis.

### Active Properties

Address	List Price	Closed Price	Amt	Conc	Full	Half	List Abv Grd	Pub Recd	\$/SqFt	List Date
				Beds	Baths	Baths	Fin SqFt	Bldg SqFt		
136 W Washington Ave				3	1	1	1,494	1,494	\$60.00	
13 S Cherry St	\$78,000			4	1		1,556	1,344	\$50.13	05/20/2019
312 W Main Ave	\$114,200			3	1	1	1,464	1,464	\$78.01	05/14/2019
Averages:	\$96,100			4	1	1	1,510	1,404	\$64.07	

### Closed Properties

Address	List Price	Closed Price	Amt	Conc	Full	Half	List Abv Grd	Pub Recd	\$/SqFt	Closed Date
				Beds	Baths	Baths	Fin SqFt	Bldg SqFt		
136 W Washington Ave				3	1	1	1,494	1,494	\$60.00	
29 E Main Ave	\$132,000	\$132,000	\$2,000	3	1	1	1,551	1,551	\$85.11	04/12/2019
Averages:	\$132,000	\$132,000	\$2,000	3	1	1	1,551	1,551	\$85.11	

Median of Comparable Listings: **\$114,200**

Average of Comparable Listings: **\$108,067**

	Low	Median	Average	High	Count
Comparable Price	\$78,000	\$114,200	\$108,067	\$132,000	3
Adjusted Comparable Price	\$77,500	\$114,200	\$107,233	\$130,000	3
DOM	0	15	12	21	3



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## Comparables Overview

This page summarizes key fields of the listings in this analysis.

**The listings in this analysis can be summarized as follows:**

**Listing Price between \$78,000 and \$132,000**

**3 to 4 Bedrooms**

**1 Full Bathroom**

**1 Half Bathroom**

**1,464 to 1,556 Square Feet**

**\$50.13 to \$85.11 per Square Foot**

**\$85.11 per Sold Square Foot**



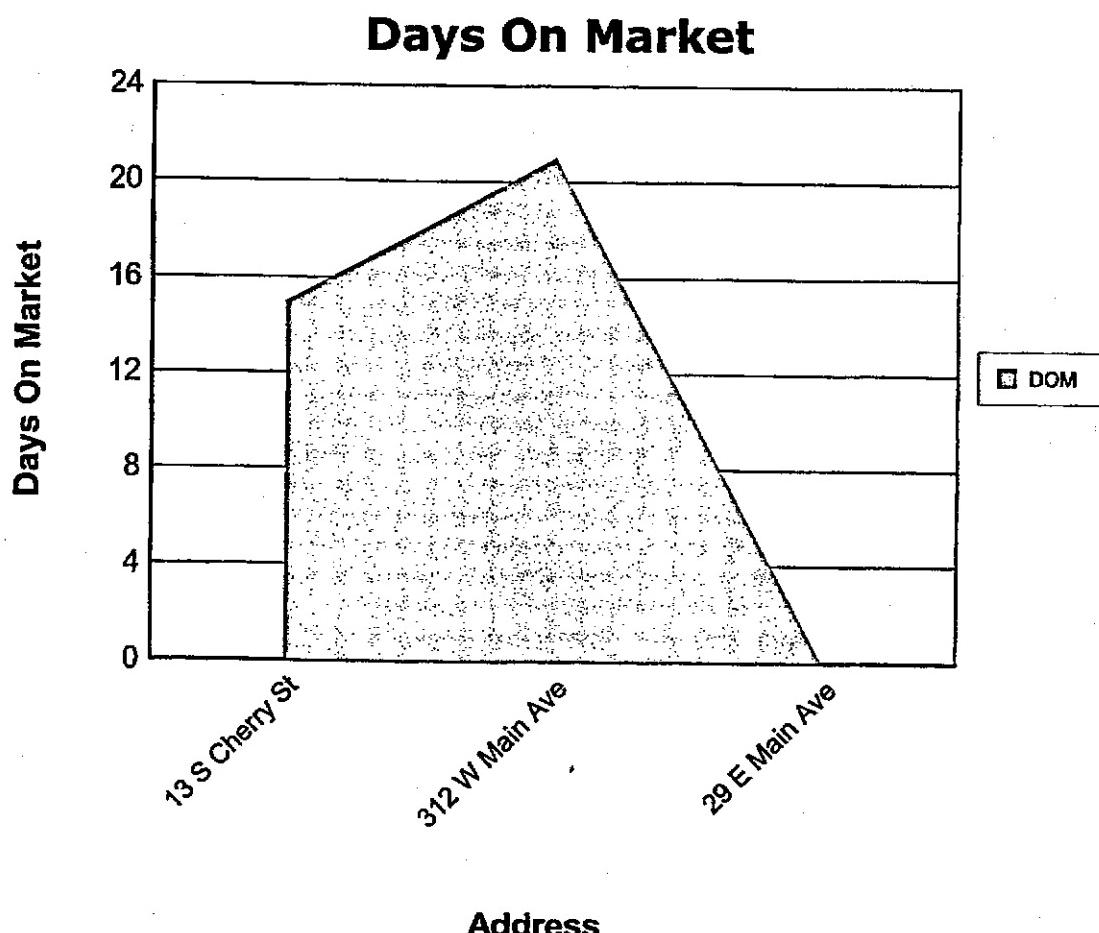
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## Number of Days On Market

This graph illustrates the number of days on market for the listings in this analysis.



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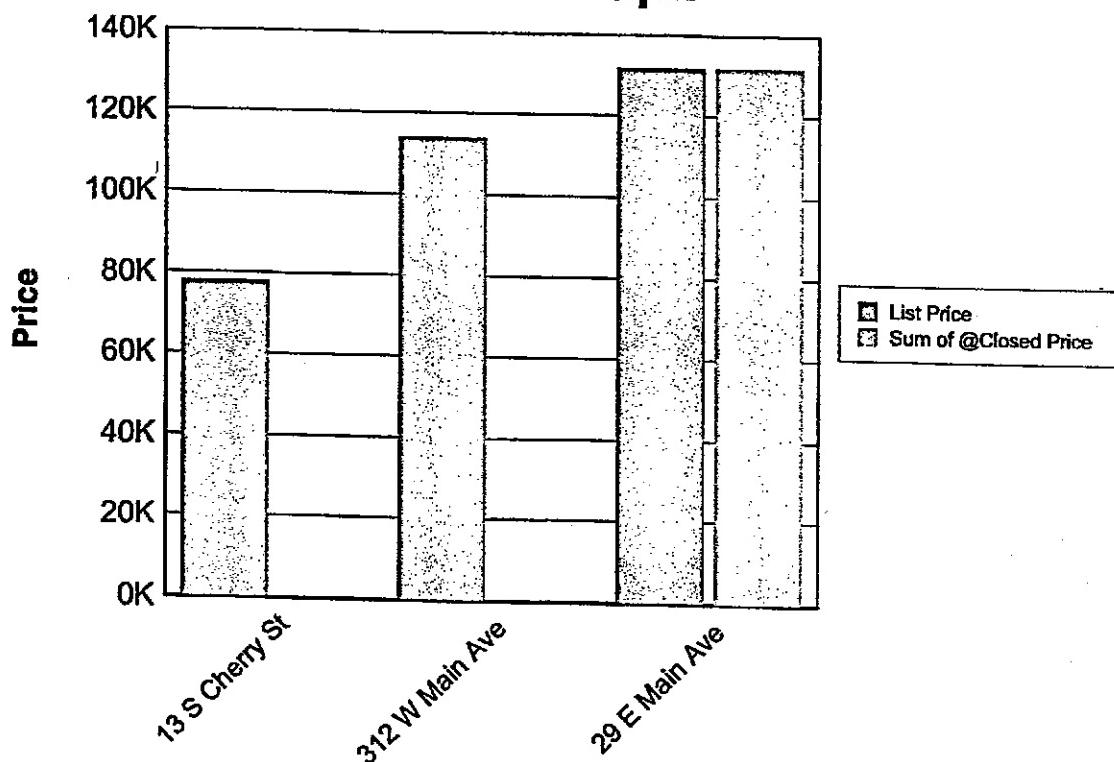


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## List Price and Closed Price

This graph illustrates the list price, along with closed price in Closed listings.

### Price Graph



### Address





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## Pricing Recommendation

### General Facts About Pricing...

There are certain factors that are within our control and some factors beyond our control when it comes to setting the price. Those factors within our control are: the appearance of the property, how aggressively we market the property and the price. Factors outside our control are: location of property, size and local amenities. It's important to accept those factors that are beyond our control and focus on the pricing and preparation.

A property priced at market value will attract more buyers than a home priced above market value. Consider that a competitively priced property will also attract a greater number of potential buyers and increase your opportunity for a quick sale.

### Market Statistics...

**Closed Price Statistics**

Average Price: \$107,200

High Price: \$130,000

Median Price: \$114,200

Low Price: \$77,500

**Closed Price Per Sq. Ft. Statistics**

Average Price/Sq Ft: \$71

High Price/Sq Ft: \$84

Median Price/Sq Ft: \$78

Low Price/Sq Ft: \$50

Figures are based on closed price after adjustments, and rounded to the nearest \$100.

### Summary...

Suggested listing price would be between \$95,000 - \$100,000 due to the current condition of the home.

Both the interior and exterior of home are in need of repairs. Home would be considered in Fair condition.

Home does have a tiled kitchen with new cabinets and dining area is tiled as well. Livingroom has built-ins and hardwood floors. Garage is a 3 story garage in the rear of the yard. Exterior of the home is in need of repair to the porch, eves show rotten wood and chipping paint. Interior of home is in need of updating.

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**The Benefits of Using a Professional REALTOR®**

This page outlines the benefits of using a professional REALTOR® to sell your property.

You'll experience a wide variety of benefits when you hire a real estate professional. Successfully selling a property is a complicated exercise, and REALTORS® have the experience, resources and contacts to complete your sale quickly and smoothly.

**Pricing**

A REALTOR® will help you determine the selling price of your property at a level that accurately reflects its value in current market conditions and will not cost you missed opportunities.

**Marketing**

A REALTOR® will have many useful suggestions on ways to improve the marketability of your property, including cosmetic repairs and other items that will create a favorable impression among buyers.

Your property will enjoy a wider exposure among buyers when you use a REALTOR®. In addition to using flyers and organizing open house days, a REALTOR®'s extensive contact list of former clients, newly qualified buyers and other industry professionals can significantly reduce the time your property is on the market.

A REALTOR® will also allow you to tap into a highly productive and extensive industry network, such as a Multiple Listing Service or other industry marketing system.

Advertising your property efficiently is another area where a REALTOR® can play an important role. A REALTOR®'s experience in deciding on the most appropriate type and frequency of advertising for your property can be invaluable. For example, placing too many ads can create the impression that there may be something wrong with the property or that the seller is desperate.

**Security**

Security is a major consideration when showing your home. By using a REALTOR®, you can rest assured that all showings will be pre-screened and supervised.

**Negotiating**

When negotiating a purchase, most buyers prefer to deal with a middleperson who is objective, unemotional and professional. Buyers will often feel more comfortable with a REALTOR® than with the owner when they want to raise issues that need resolving before making an offer.

**Monitoring, Renegotiating, Closing or Settling**

A REALTOR® will guide you through the minefield of potential problems associated with the appraisal, inspection and financing process, including the often complicated escrow instructions. In addition, your agent can meet and instruct any specialists or tradespeople who may be required for repairs or other issues that need to be completed before closing.





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## Steps to a Positive Showing

This page describes the key steps to making for a positive showing of your property.

You only get one opportunity to make a good impression, so you want to make it count. By following these guidelines, you'll enhance the attractiveness of your property and reduce the time it takes to generate serious offers.

### First Impressions

How your property appears from the outside is important. To make a good first impression on a buyer, a clean driveway, a freshly mown lawn or a trimmed hedge will work wonders.

Do a critical inspection of the exterior of your property, paying special attention to the condition of your windows, shutters, screens and gutters. One of the first things a buyer will notice is the need for painting. If your property looks like it needs painting, many buyers will form an unfavorable impression. Elsewhere, little things count. Make sure the front door is spotless, including the doorknob, and that the windows gleam.

### Cleanliness Counts

Once inside your property, one of the key factors that influences its appeal to a buyer is cleanliness. Most important is front hallway, the kitchen and the bathrooms. Do a room-by-room cleaning, and don't forget any out-of-sight areas because that's often where a discriminating buyer will look first.

The state of the carpets can also be a determining factor. At the very least, have your carpets cleaned, and if they are worn, it's wise to replace them, or remove them if there is hardwood underneath.

### Less Is More

Clutter makes a poor impression. In closets, cabinets, kitchen countertops and other storage areas like basements, remove anything not needed for daily housekeeping. To make each room in your property look larger, get rid of or donate unnecessary furniture. Walk through your property and think: "Less is more."

### Repairs

Make sure everything is in good working order. Dripping faucets, squeaky steps and loose doorknobs can easily create a bad impression and reduce the value of your property. A few hours spent on repairs, whether by yourself or a tradesman, can pay big dividends when an offer is made.

### Little Things Count

It's easy to improve the appearance of any room. You may want to replace worn rugs or small pillows, put new towels in the bathroom or brighten up a room with a vase of flowers.

### Pull Together

Get all the members of your household to pull together when it comes to getting – and keeping – your property ready to view. By getting everyone into the habit of spending a few minutes tidying up every morning for an afternoon showing, you improve your chances considerably.



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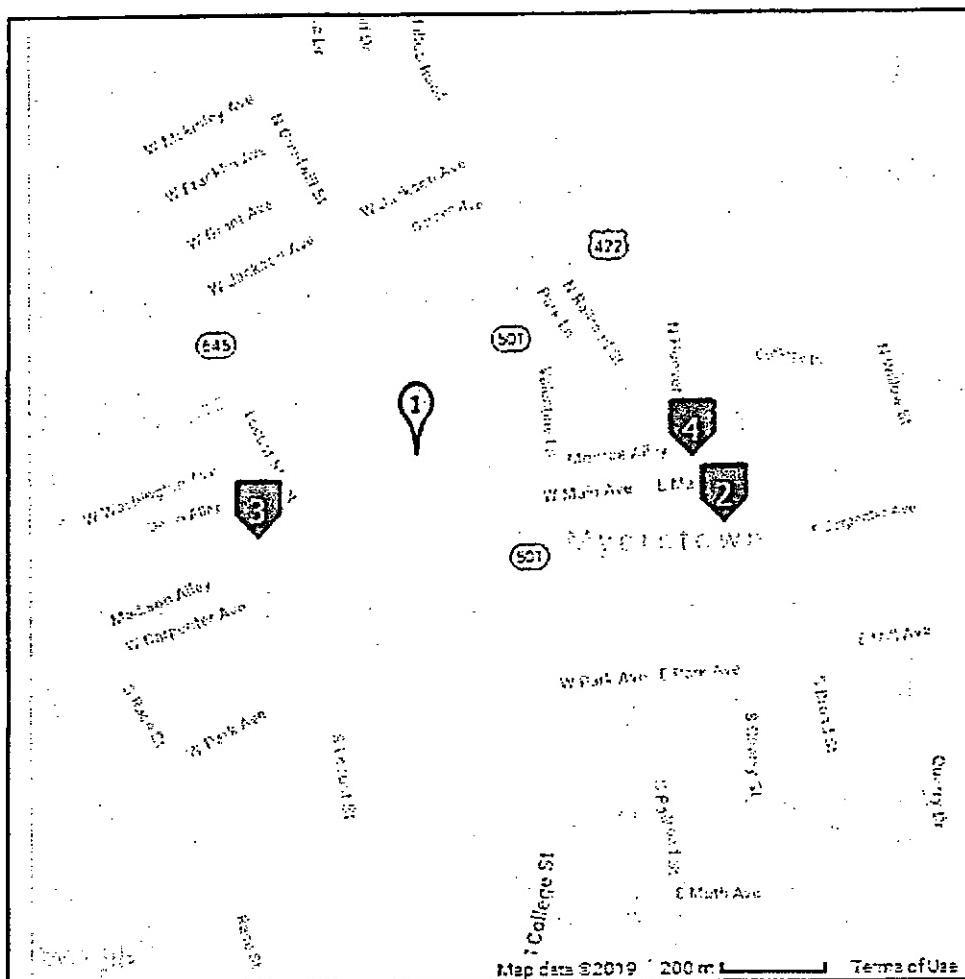
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## CMA Map

This page displays the Map for the CMA Subject and your comparables.



- 1 136 W Washington Ave
- 2 13 S Cherry St
- 3 312 W Main Ave
- 4 29 E Main Ave

